



Posted 10/31/2013 JW

CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE**  
**DELAWARE REAL ESTATE COMMISSION**

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, November 7, 2013 at 9:30 a.m.**

**PLACE: Division of Professional Regulation**  
861 Silver Lake Boulevard, Cannon Building  
**Second Floor Conference Room A**  
Dover, Delaware

**AGENDA**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – October 3, 2013
- 3.0 New Business
  - 3.1 Update from the Commission – Ms. Benson
  - 3.2 Review of Course Provider Applications
    - 3.2.1 Course Provider: The CE Shop, Inc.
      - 3.2.1.1 Course Title: New Salesperson Module 1: Professional Standards in Real Estate  
Credit Hours: 3.0  
Module: New Licensee Module 1
      - 3.2.1.2 Course Title: New Salesperson Module 2: Agreement of Sale/Buyer Representation  
Credit Hours: 3.0  
Module: New Licensee Module 2
      - 3.2.1.3 Course Title: New Salesperson Module 3: Real Estate Documents/Seller Representation  
Credit Hours: 3.0  
Module: New Licensee Module 3
      - 3.2.1.4 Course Title: New Salesperson Module 4: Real Estate Professionalism  
Credit Hours: 3.0  
Module: New Licensee Module 4
      - 3.2.1.5 Course Title: REO Properties: Responsibilities, Education & Opportunity for RE Professionals  
  
Credit Hours: 3.0

Module: 6

3.2.1.6 Course Title: Hot Market Strategies  
Credit Hours: 3.0  
Module: 7

3.2.2 Course Provider: The Frederick Academy of Real Estate

3.2.2.1 Course Title: Charitable Giving Through Donations of Real Estate  
Credit Hours: 3.0  
Module: 6

3.2.2.2 Course Title: Real Estate Investment Fundamentals  
Credit Hours: 3.0  
Module: 6

3.2.2.3 Course Title: Real Estate Hot Buttons and Issues  
Credit Hours: 3.0  
Module: 7

3.2.3 Course Provider: Kent County Association of Realtors

3.2.3.1 Course Title: Legislative Issues  
Credit Hours: 3.0  
Module: 5

3.2.3.2 Course Title: Practical Tips for Listing Agents  
Credit Hours: 3.0  
Module(s): 6, 7

3.2.3.3 Course Title: Don't Let Your Sale Fall Apart  
Credit Hours: 3.0  
Module: 7

3.2.3.4 Course Title: First Time Home Buyers – Guiding a Buyer into a First Home  
Credit Hours: 3.0  
Module(s): 3, 7

3.2.3.5 Course Title: Legislative Landmines  
Credit Hours: 3.0  
Module: 5

3.2.3.6 Course Title: Risk Management  
Credit Hours: 3.0  
Module: 4

3.2.3.7 Course Title: Short Sales and Foreclosures  
Credit Hours: 3.0  
Module(s): 3, 5, 7

3.2.3.8 Course Title: Understanding the Agreement of Sale  
Credit Hours: 3.0  
Module: 3

- 3.2.3.9 Course Title: DE Uniform Common Interest Ownership Act  
Credit Hours: 3.0  
Module: 5
- 3.2.3.10 Course Title: Ethics  
Credit Hours: 3.0  
Module: 2
- 3.2.3.11 Course Title: Navigating 2013 and Beyond  
Credit Hours: 3.0  
Module: 7
- 3.2.3.12 Course Title: Quirks in Real Estate  
Credit Hours: 3.0  
Module: 7
- 3.2.3.13 Course Title: Agency & Fair Housing  
Credit Hours: 3.0  
Modules: 1, 7
- 3.2.3.14 Course Title: Differences Between Delaware and Pennsylvania Real Estate Transactions  
Credit Hours: 3.0  
Module: 7
- 3.2.3.15 Course Title: New Agency – The Why's, How's and Wherefores  
Credit Hours: 3.0  
Module: 5
- 3.2.4 Course Provider: Luke Bernhardt
  - 3.2.4.1 Course Title: Renovation Lending  
Credit Hours: 3.0  
Module: 7
- 3.2.5 Course Provider: Real Estate Institute of Delaware
  - 3.2.5.1 Course Title: Delaware Pre-Licensing Class  
Credit Hours: 99.0
- 3.2.6 Course Provider: Sussex County Association of Realtors
  - 3.2.6.1 Course Title: Selling HUD Homes – Making it Easy!  
Credit Hours: 3.0  
Module: 6
  - 3.2.6.2 Course Title: Short Sales “An Overview”  
Credit Hours: 3.0  
Module: 5
  - 3.2.6.3 Course Title: Fundamentals of Condominium Financing  
Credit Hours: 3.0  
Module: 7
- 3.2.7 Course Provider: Wooding Real Estate Group

3.2.7.1 Course Title: Short Sales “An Overview”  
Credit Hours: 3.0

3.2.8 Course Provider: New Castle Board of Realtors

3.2.8.1 Course Title: Legislative Issues for Realtors  
Credit Hours: 3.0  
Module: 5

3.3 Review of Instructor Applications

3.3.1 Luke Bernhardt

Continuing Education: Module 7: Renovation Lending – FHA 203K; Home Path;  
Homestyle Loans

3.3.2 Eric Baunstein

Pre-Licensing Course: Orientation; Real Estate Sales

3.3.3 Samuel Chazanow

Continuing Education: Module 7 – Fundamentals of Condominium Financing

3.3.4 Ricky Hagar

Pre-Licensing Course: Orientation; Real Estate Sales

3.3.5 Robert Hoza

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1  
– 6; Continuing Education Module 7 – Basics of Buyer Representation; Basics of  
Seller Representation; Ethics and Arbitration; Professionalism – Doing the Right  
Thing When No One is Looking

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property;  
Financing; Ethics; Real Estate Investment; Mathematics

3.3.6 John Koval

Pre-Licensing Course: Real Estate Mathematics

3.3.7 Kevin Thomas

Continuing Education: Module 7 – Home Insurance; Flood Insurance

3.4 Review of Student Requests for Approval of Continuing Education

3.4.1 Student Name: Beverly Blades

Course Title: Agency & Fair Housing

Course Provider: Delaware Association of Realtors

Credit Hours: 3.0

Requesting Approval for Module: 7

3.4.2 Student Name: John Blades

Course Title: Agency & Fair Housing

Course Provider: Delaware Association of Realtors

Credit Hours: 3.0

Requesting Approval for Module: 7

- 3.4.3 Student Name: Kevin Maguire  
Course Title: NAR Ethics  
Course Provider: Sussex County Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: New Salesperson Module 1
- 3.4.4 Student Name: Thomas McCandless  
Course Title: Real Estate Documents – Seller Representation (New Salesperson Module 3)  
Course Provider: Sussex County Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 3
- 3.4.5 Student Name: Thomas McCandless  
Course Title: Real Estate Professionalism (New Salesperson Module 4)  
Course Provider: Delaware Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.6 Student Name: Paula Rineer  
Course Title: Understanding the Agreement of Sale  
Course Provider: Ward & Taylor  
Credit Hours: 3.0  
Requesting Approval for Module: 7

3.5 Discussion Regarding Use of Electronic Devices after Courses have Begun – Ms. Klimowicz

3.6 Review 2014 Meeting Dates

4.0 Correspondence

5.0 Other Business before the Committee (for discussion only)

6.0 Public Comment

7.0 Next Meeting – December 5, 2013 at 9:30 a.m.

8.0 Adjournment

**Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:**

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

**A final amended agenda will be published to reflect any items received after the original agenda is posted.**

**Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.**

Real Estate Education Committee

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Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**